

Comparisons of Job Characteristics

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 83

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Sales and Marketing	5.2	20.2	21.6	0	Current knowledge level may be sufficient
Customer and Personal Service	11.3	19.3	17.8	0	Current knowledge level may be sufficient
Production and Processing	6.0	9.6	4.4	<<	Extensive education and/or training may be required
Transportation	4.6	7.6	3.3	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Speaking	10.8	16.0	15.1	0	Current skill level may be sufficient
Persuasion	7.4	15.9	14.2	<	A higher skill level may be required
Active Listening	11.0	15.4	13.7	<	A higher skill level may be required
Social Perceptiveness	9.1	12.7	14.6	>	Skill level is likely sufficient
Negotiation	6.8	12.0	12.0	0	Current skill level may be sufficient
Management of Financial Resources	3.3	6.6	9.6	>>	Skill level is likely more than sufficient

Management of Material Resources	3.7	6.2	7.3	>	Skill level is likely sufficient
----------------------------------	-----	-----	-----	---	----------------------------------

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities	Similarity of Focus Occupation to Associated Occupation: 96
-----------	---

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	16.6	15.0	<	Some improvement in abilities may be required
Oral Comprehension	12.5	16.2	15.7	0	Current ability level may be sufficient
Speech Clarity	10.2	14.7	14.0	0	Current ability level may be sufficient
Speech Recognition	9.9	13.9	13.2	0	Current ability level may be sufficient
Fluency of Ideas	7.6	10.4	12.2	>	Current ability level is likely sufficient
Memorization	5.6	8.6	8.6	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 87
---	---

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Work Activities	Exclusivity of Activity
Advise clients or customers	19
Advise retail dealers in use of sales promotion techniques	95
Analyze sales activities or trends	74
Conduct sales presentations	75
Identify best product for customer's needs	92
Make presentations	13
Provide customer service	14
Use knowledge of sales contracts	80
Use knowledge of written communication in sales work	69
Use product knowledge to market goods	80
Use sales techniques	75

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 92

Focus Occupation: Sales Managers (11-2022)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

Tools and Technologies	Exclusivity
Business function specific software	1
Computer data input devices	2
Computers	1
Content authoring and editing software	1
Data management and query software	1
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.